

**VERIFIED STATEMENT (DECLARATION) CLAIMING SMALL ENTITY
STATUS (37 CFR 1.9(f) AND 1.27 (b)) - INDEPENDENT INVENTOR**

Docket No.
2969/31377

Serial No.

TBA

Filing Date

9/7/00

Patent No.

Issue Date

Applicant/ **Jeffery Manuel Key**
Patentee:
Invention: **JURISDICTION ON-LINE**

As a below named inventor, I hereby declare that I qualify as an independent inventor as defined in 37 CFR 1.9(c) for purposes of paying reduced fees under section 41(a) and (b) of Title 35, United States Code, to the Patent and Trademark Office with regard to the invention entitled above and described in:

- ☐ the specification to be filed herewith.
☒ the application identified above.
☐ the patent identified above.

I have not assigned, granted, conveyed or licensed and am under no obligation under contract or law to assign, grant, convey or license, any rights in the invention to any person who could not be classified as an independent inventor under 37 CFR 1.9(c) if that person had made the invention, or to any concern which would not qualify as a small business concern under 37 CFR 1.9(d) or a nonprofit organization under 37 CFR 1.9(e).

Each person, concern or organization to which I have assigned, granted, conveyed, or licensed or am under an obligation under contract or law to assign, grant, convey, or license any rights in the invention is listed below:

- ☐ No such person, concern or organization exists.
☒ Each such person, concern or organization is listed below.

*NOTE: Separate verified statements are required from each named person, concern or organization having rights to the invention averring to their status as small entities (37 CFR 1.27)

FULL NAME **Jeffery Manuel Key**ADDRESS **1710 Wales Lane, Bossier City, LA 71111**☒ Individual☐ Small Business Concern☐ Nonprofit Organization

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I acknowledge the duty to file, in this application or patent, notification of any change in status resulting in loss of entitlement to small entity status prior to paying, or at the time of paying, the earliest of the issue fee or any maintenance fee due after the date on which status as a small entity is no longer appropriate. (37 CFR 1.28(b))

I hereby declare that all statements made herein of my own knowledge are true and that all statements made on information and belief are believed to be true; and further that these statements were made with the knowledge that willful false statements and the like so made are punishable by fine or imprisonment, or both, under Section 1001 of Title 18 of the United States Code, and that such willful false statements may jeopardize the validity of the application, any patent issuing thereon, or any patent to which this verified statement is directed.

NAME OF INVENTOR	<u>Jeffery Manuel Key</u>	DATE:	<u>9-7-00</u>
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Patent and Trademark Office-U.S. DEPARTMENT OF COMMERCE

PROVISIONAL APPLICATION FOR PATENT COVER SHEET (Small Entity)

This is a request for filing a PROVISIONAL APPLICATION FOR PATENT under 37 CFR 1.53 (c).

INVENTOR(S)/APPLICANT(S)					
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<input type="checkbox"/> Additional inventors are being named on page 2 attached hereto					
TITLE OF THE INVENTION (280 characters max)					
JURISDICTION ON-LINE					
CORRESPONDENCE ADDRESS					
Direct all correspondence to:					
<input type="checkbox"/> Customer Number				Place Customer Number Bar Code Label here	
OR					
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ENCLOSED APPLICATION PARTS (check all that apply)					
<input checked="" type="checkbox"/>	Specification	Number of Pages	24	<input checked="" type="checkbox"/>	Small Entity Statement
<input checked="" type="checkbox"/>	Drawing(s)	Number of Sheets	35	<input type="checkbox"/>	Other (specify)
METHOD OF PAYMENT OF FILING FEES FOR THIS PROVISIONAL APPLICATION FOR PATENT (check one)					
<input checked="" type="checkbox"/>	A check or money order is enclosed to cover the filing fees				FILING FEE AMOUNT (\$)
<input type="checkbox"/>	The Commissioner is hereby authorized to charge filing fees or credit any overpayment to Deposit Account Number:				\$75.00
The invention was made by an agency of the United States Government or under a contract with an agency of the United States Government.					
<input checked="" type="checkbox"/>	No.				
<input type="checkbox"/>	Yes, the name of the U.S. Government agency and the Government contract number are:				

Respectfully submitted,

SIGNATURE

Date 9/7/00

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I certify that this application and enclosed fee is being deposited on 9/7/00 with the U.S. Postal Service "Express Mail Post Office to Addressee" service under 37 C.F.R. 1.10 and is addressed to the Assistant Commissioner for Patents, Washington, D.C. 20231.



Signature of Person Mailing Correspondence

Brian J. Anderson

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004060" 59T 2009

JurisdictionOnline

BUSINESS PLAN

WEMBA Management 801

Auer, Driscoll, Johnston, Nelson, Stansbury

Confidential, Proprietary Information
Not for use or disclosure outside of Praeses Corp. or WEMBA Mgmt. 801

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EXECUTIVE SUMMARY

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OPPORTUNITY

The opportunity involves the creation of web-based software to streamline the inspection and reporting activities required by state regulations designed to ensure proper construction and safe operation of boilers and pressure vessels. The following paragraphs provide a brief description of boilers and pressure vessels, an overview of the regulatory environment governing their use, and a synopsis of the inspection process.

Definitions

The industrial revolution was made possible by the invention of many different types of machines and other complicated equipment. One significant invention, the boiler, provided the means to convert water into steam, which is still used to power selected types of motors and to heat mixtures. Today, the term "boilers" includes many different types of vessels used to heat water, hydrocarbons and other liquids. The term includes such mundane devices as water heaters and such complicated equipment as oil refinery cracking towers. For instance, the University of Pennsylvania campus is home to approximately 900 boilers.

Another important creation, the pressure vessel, enabled the evolution of sophisticated chemical processes that must take place at high pressures or under vacuum. Pressure vessels became more important as our understanding of chemistry and chemical reactions grew. Today, pressure vessels are used in the production processes of virtually every manufacturing industry.

Regulatory Environment

In the 1800s, boiler and pressure vessel explosions were common. Several explosions that resulted in significant loss of life prompted the adoption of codes by engineering associations that dictated the design specifications and performance requirements for new equipment. Gradually the various states, or "jurisdictions," adopted these codes and mandated the continued evaluation and inspection of existing equipment, and established laws to enforce the codes. In most states, the laws specified that the insurance company covering the equipment against property loss must provide licensed inspectors to examine the equipment and report the data to the jurisdictions. Government inspectors perform the inspection and reporting tasks on non-insured equipment. The frequency of these inspections is based upon the size and type of the vessel and varies from twice per year to once every three years.

Boiler and pressure vessel coverage is considered by the insurance companies as a necessary offering to obtain the more lucrative general property coverage for the customer institutions. The insurance companies report to at least as many jurisdictions as the number of states in which they do business.

All but seven of the jurisdictions use a common subset of data fields.

Inspection Process

The current process for reporting the inspections is done with paper forms supplied by the jurisdiction in which the vessel is located. An administrator at the insurance company or branch of the company is notified by someone internal of the active policies which have boiler and pressure vessel coverage. The administrator determines the inspections due and allocates the inspections among the inspectors of the company authorized in the subject jurisdiction. The administrator then copies and sends to the inspector the form or information from prior years if available. The inspector makes the inspection, fills out the form, and sends it to a designated office within his company, which makes a copy and forwards the original to the appropriate jurisdictional department. Each insurance company has multiple forms arriving each day from each of its inspectors. The home office personnel must determine which forms go to which jurisdictions, which files get which copies, etc. Approximately 15% of inspections are not approved by the jurisdiction upon first review. The jurisdictional reviewer will note the changes required and transmit the form back to the insurance company and it will follow a route back to the inspector who will, through one or more iterations, complete the work in a manner acceptable to the jurisdiction to grant a certificate of compliance. The process is very time consuming and involves many manual steps. A sample inspection form appears in Exhibit 1.

The National Board of Boiler and Pressure Vessel Inspectors, the nonprofit national standards association which establishes the codes and standards for boilers and pressure vessels, attempted to reach agreement to develop a software program to report the inspections that would apply to every jurisdiction in the nation. Both the jurisdictions receiving the inspection reports and the insurance companies agreed that such software would save time and increase accuracy. (See the Market Assessment section of this paper for the projected value of the software to the insurance companies and jurisdictions.)

The software was not developed because the National Board, as a not-for-profit organization, did not have the requisite resources to build the software. The insurance companies could not agree among themselves how much each company should pay to have the software constructed, nor about which jurisdictions should be covered first. Further, the insurance companies did not want to pay in advance for a product to be developed by a non-profit organization, without seeing the product first. Finally, the jurisdictions could not agree on a single form, as each jurisdiction had legislation which required the collection of information and the prospect of trying to get 40 state

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legislatures to act in one accord was deemed impossible. As a result, the software was not developed.

PRODUCT/SERVICE OFFERING

JurisdictionOnline (Marla, the reason we went with this name is that we plan to use it for other governmental services also, such as the filing of monthly sales and use tax returns to local and state jurisdictions) will provide inspection forms electronically on a per-use basis, store completed forms and data for later reference, and route completed forms to the jurisdiction. To the extent jurisdictions can provide historical data electronically, these data will also be stored by Praeses. The initial service offering will cover boiler and pressure vessel inspections and will be Internet browser based. Rapid expansion to other governmental reporting, such as building inspections, fire code inspections, monthly tax forms and elevators inspections, will provide additional value to the insurance companies, retail establishments and state and local governments. Expansion during Phase II to include access from a Palm PC format will add additional savings for all activities.

JurisdictionOnline will be a new offering from Praeses Corporation. Frank Auer is an owner and CEO of Praeses. Exhibit 2 contains a description of the company. Praeses has been active in software development for 6 years in conjunction with information technology projects for clients. Pre-existing software modules developed and owned by Praeses provide the foundation for JurisdictionOnline. Required functionality includes:

- Monitoring of inspection due dates
- Notification of inspections due
- Storage of equipment master data and completed inspections
- Retrieval of the appropriate inspection form
- Comparison of current inspection data with historical inspection data
- Validation of entered data to minimize the probability of a correction visit
- Submission of completed data electronically to the jurisdiction.
- Site inspection consolidation routines to group inspections of co-located or nearby equipment
- Ad hoc query and printing capability
- Graphical, intuitive user interface

The underlying technologies are planned to be:

- Microsoft Windows Distributed Network Architecture
- Internet / Extranet based
- IE 5.0 or Netscape 5.0 Internet browser
- Microsoft SQL Server 2000
- Windows 2000 Server
- Visual Basic 6.0

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JurisdictionOnline will support access via desktops and laptops in Phase I, personal digital assistants (PDAs) via synchronization in Phase II, and PDAs via wireless application in Phase III. For instance, an inspector could carry a PDA that has dial-up or wireless access to the Internet, travel to the inspection site, download the appropriate form and equipment history from the plant floor, enter the required data, validate, and then submit. JurisdictionOnline will be housed on Praeses servers. The only software that will be required on the desktop or laptop is an Internet browser. The initial JurisdictionOnline software will support Internet Explorer 5.0 or Netscape 5.0 or higher.

MARKET ASSESSMENT

Boilers and pressure vessels are fixtures in manufacturing facilities, commercial high rise buildings, schools, hospitals, electrical generation facilities, and refineries across the country. This section describes the market size in the US, value of a typical customer, and value to the customer (insurance companies as well as the jurisdictions).

Market Size

The size of the market is somewhat elusive. JurisdictionOnline actually services two different types of customers; the insurance companies and the regulating jurisdictions (state or local governmental agencies). Because our business model involves giving the software to the jurisdictions and charging the insurance companies on a usage basis, we have focused our market quantification on the insurance customers.

Approximately 25 companies provide insurance on boilers and pressure vessels. Although the insurance companies providing the coverage are typically public, their individual policy information is not. The companies provide the coverage in question in connection with general fire and casualty coverage on property, so it is difficult to identify how many vessels are being covered each year.

According to information gleaned from interviews of industry insiders, a very conservative estimate of the number of boilers and pressure vessel inspections conducted in the United States every year is 1,400,000. Of these, insurance company inspectors conduct approximately 58% or 812,000 inspections per year. Government inspectors make the remaining inspections.

Many consulting services have estimated the cost to prepare and mail a letter in the United States today to be in the range of \$7. Similarly, cost estimates for the filing of paper forms, especially when the forms are reviewed manually and potentially returned to the filer for revisions, is at least \$50, and ranges upwards to \$200 per form. In order to be conservative, we have used the \$50 per form figure to arrive at a total cost of

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\$40,600,000 per year for insurance companies to handle the reports, file them with the right jurisdictions, and process any revisions.

The \$40M figure does not include the cost of the inspection itself, as that activity will not change with the use of the JurisdictionOnline software. We suspect that the availability of the previous inspection information and the ease of use of the hand-held device may improve the productivity of the inspectors, but we have not quantified any benefits associated with improved productivity. Nor have we included the anticipated savings from the reduced travel made possible by informing an inspector of all inspections at a single site at one time.

We want to price the per-use fee so that the cost savings to the insurance companies are so compelling that they sign on for the service quickly. Our initial pricing model is \$5 per use, which is one-tenth of the \$50 per form cost borne by the insurance companies today. At \$5 per use, our best-case revenues are \$4,060,000 per year, at 100% penetration. Scaling back this projection to 50% penetration of the customer base yields a conservative revenue projection of \$2,030,000 per year.

Value of a Customer

The paying customers for this software product are the insurance companies that provide boiler and pressure vessel insurance coverage. The largest of these companies is Hartford Steam Boiler and Machine Insurance Company, part of the Hartford Insurance Group. Hartford holds about 40% of the market in the continental United States. A group of three other companies holds a combined 30% share, and the remaining 30% is split among 20 companies.

The value to Praeses of Hartford buying this proposed service to is \$1,624,000. For the next three largest companies it is \$406,000 on average per large customer per year. The value of a smaller customer is about \$60,000 per small customer per year.

Value to a Customer: Insurance Companies

There are other factors affecting the value to the insurance customer. Inspectors have to travel to some sites numerous times per year, because they are unaware of all the units to be inspected at the same site. One feature of the JurisdictionOnline software will enable the inspector to view all units needing inspection at a given site. By combining visits and getting all units from a given site on the same inspection schedule, individual inspector productivity should rise markedly. We estimate that using JurisdictionOnline could eliminate approximately 10% of the site visits.

Additional value will accrue from input validation. 15-20% of all inspections are rejected and require a separate follow-up visit to correct erroneous or missing information.

[illegible]

erecting entry barriers involves solicitation of buy-in first from the jurisdictions, followed by creation of a working prototype to demonstrate the software to insurance companies, combining with rapid implementation, and completing with swift expansion to other types of inspections. Networking effects will be a strong barrier to the second mover.

Several insurance companies could band together to create a competing offering. By pricing our per-use fee so low, these companies are deterred from making the investment to build and maintain the capability we will provide. Furthermore, the example with the National Board illustrates that the industry does not appear open to working together. Finally, rapid implementation and swift expansion to other types of inspections should reaffirm the value of our offering to the insurance companies.

Praeses' competitive strengths relative to the niche software vendors are its experience in sales and its development of a group of highly trained personnel in the PC platform. Praeses currently has three of the eight Microsoft Certified Solution Developers within the State of Louisiana. It is on an aggressive training program to have 6 MCS D's, three MCDBA's and five MCSE's by the end of 2000. To obtain more competence in Microsoft related products would require the involvement of a large consulting or software development firm. The size of this program will probably not attract such competitors.

Praeses competitive strengths relative to an industry consortium, not having the problems regarding workflow, ownership of the system and the information within it, and deciding who will profit from the system. The industry consortium does not appear to be a viable competitor at this point.

Prospects for sustainability are promising. It is highly unlikely that jurisdictions will eliminate their inspection requirements, due to governmental and public support for workforce and community safety. Once ten to fifteen jurisdictions adopt our reporting program, network externalities will cause the insurance companies to want all jurisdictions on it and all the jurisdictions on it will want all the insurance companies operating in their jurisdictions to use the system. Our defined expansion path to other types of governmental filings further increases our chances for entrenchment and sustainability. In addition, cultivation of relationships with state officials and industry executives will help Praeses stay in touch with evolving customer needs, which may translate into additional functionality extensions.

Praeses representatives, including Frank Auer, began to meet with state officials the week of July 17, 2000 to gain approval and support for the concept. Two of the four states (Louisiana and Missouri) visited were so enthusiastic that they requested to be considered as early adopters and co-creators of the program functionality. A third (Indiana) indicated a strong desire to adopt the system, but such actual adoption will require approval of their state MIS Director, for whom the Chief Boiler Inspector could not speak. The fourth state (Kansas) was relatively simple in its current use of information

technology in the boiler inspector's office, having only converted to an automated system in the last couple of years. They were not prepared to consider remote access to their data.

An issue raised on this trip was the number of opportunities Praeses will have to sell reports to litigants and others desiring information from the database. The states, too, will sometimes want reports that cover a number of jurisdictions. Preparation of these special reports will generate revenue for Praeses. A very conservative estimate of the additional revenue to Praeses from this source is \$5,000 per jurisdiction per year.

OPERATIONAL STRATEGY

Praeses Corporation is well suited to develop and sustain this offering. The company's skilled information technology resources, network of salespersons across the country, and methodology for delivery of innovative and cost-effective information technology solutions render this opportunity a strong fit for Praeses.

This section describes the JurisdictionOnline management team; activities needed to create and launch the offering; longer-term implications to Praeses' existing organization, business processes, and technology infrastructure; key success factors for the launch, growth, and maturity phases of the offering life cycle; and harvest considerations.

Management Team

As CEO of Praeses, Frank Auer will provide overall direction and guidance to the JurisdictionOnline team. He will also have responsibility for leading discussions with the jurisdiction officials and insurance company executives. Frank has demonstrated 13 years of success as an entrepreneur, starting Praeses and building it into a multi-dimensional \$20M per year services firm with clients in all 48 continental states and one province in Canada. He has navigated the company through changes in strategic direction in order to take advantage of market opportunities (e.g., moving away from pay phone services into voice and data telecommunications, information technology and human resources sourcing). As a result, the company and its executives display a flexible, market-attuned attitude that helps them continually align their services to the evolving needs of their clients. Exhibit 3 provides Frank's resume.

Per FMA: each person's contribution to the project will be discussed here.

Creation and Launch

Creation and launch of the offering involve a number of activities, the timing of which is illustrated in Exhibit 8:

- Registration of the domain name, JurisdictionOnline

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- Creation of the initial software prototype is projected to be a twelve person-month activity. The team has already selected the technical platform, which is based on the Microsoft DNA architecture using SQL Server. A team of four developers can finish the software in three calendar months. Additional time will be needed based upon the number of jurisdictions participating. Each jurisdiction's data must be converted to the JurisdictionOnline format. The JurisdictionOnline team will handle the data conversions.
- Relationship building with the state boiler inspectors is vital for the team to obtain jurisdictional support for the concept and to understand the jurisdiction's needs surrounding the reporting and communications related to inspections.
- Relationship building with executives within the 25 insurance companies centers on understanding the customers' needs surrounding inspections, articulating the value proposition of the offering, communicating the jurisdictional support, and recruiting the pilot customer(s).
- Transformation of the prototype into the first software release involves detailed functional and technical design, coding, unit testing, assembly testing, and system testing. The team will follow an iterative methodology punctuated by periodic customer previews. The first release will encompass five to ten states .
- Completion of the expansion plan to move beyond boiler and pressure vessel inspection.
- Development and delivery of training for the jurisdiction staff and inspectors is a critical step for ensuring that the users of the site have a sound understanding of the functionality and can use it effectively.
- Pilot implementation with the pilot customer(s) involves having them use the system on a trial basis, monitoring their satisfaction with the functionality, and monitoring the technical performance of the system.
- Stabilization involves making minor functional and technical enhancements according to additional customer feedback gleaned during the pilot implementation.
- Roll-out to the remaining state jurisdictions and insurance company customers.
- The final step for boiler inspections is to design, code and implement Phase II and Phase III, for which the states may pay, which will be used with PDA's.

Organizational, Business Process, and Technology Implications

As Praeses prepares to commercialize JurisdictionOnline, a number of changes throughout the company must take place in order to effectively support the offering longer-term:

- Management must identify specific resources to monitor insurance and fire safety regulation and hire and train account representatives to build and maintain relationships with the jurisdictions and insurance companies.
- The account representatives and the IT staff must make decisions on hours of availability, who fields Level 1 questions in terms of incoming help desk calls from customers, and how customer help desk tickets are to be handled and closed.

- The IT staff must define clear processes to handle:
 - Site monitoring for performance: ensuring the site is delivering acceptable response time and planning for technical upgrades
 - Archiving: defining online accessibility requirements, monitoring trends of stored data, archiving data to balance response time with accessibility, and determining new disk capacity
 - Back-up / restart: ensuring availability of data and recovery from a system failure
 - Disaster recovery: recovery and enablement of transaction of business in the event of a natural or man-made disaster
 - Customer surveys: monitoring customer satisfaction with the site.
- The account representatives and the IT staff must periodically plan the release schedule (what enhancements will be implemented when), determine how to communicate with the customers in regard to release plans, and solicit and act upon customer survey results.
- The legal staff must assess liability for lost data or failure to transmit in order to guide investment decisions on failover and redundancy.

Key Success Factors

Key success factors vary by stage of offering life cycle, from creation and launch to growth to maturity. In the creation and launch, the critical success factors include:

- Understanding inspection-related needs of jurisdictions and insurance companies
- Candid feedback from customers or other industry insiders throughout development
- Strong functional and technical eCommerce skills
- Rigorous management of scope, schedule, and issues

For the sake of brevity, we have not included key success factors for the Growth and Maturity phases of the offering lifecycle. The JurisdictionOnline team will take responsibility for identifying and meeting those success factors.

Harvest Considerations

Praeses intends to build the offering, expand it as described, and run JurisdictionOnline as a viable business for the foreseeable future. Throughout the post-launch years, Praeses management will periodically review opportunities to improve service or functionality and to expand into other areas needed by jurisdictions, such as tax form availability and payment. Praeses anticipates retaining the venture for at least five years. At that time, an official management checkpoint will be taken to evaluate the performance of the offering and strategic fit with the company's other products and services. The checkpoint goal is to ascertain whether to retain the business or exit; if the former, ongoing ownership structure will be reassessed.

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Options at Year 5 include:

- Praeses divests the entire business and use the proceeds. Likely purchasers vary depending on the eventual size of the concept, how many different communications between jurisdictions and their customers we have been able to expand to and the acceptance of the concept by the regulated entities. If large enough, a company like Computer Associates is a likely buyer. If not, a more regional company like Stonebridge Software would be more likely.

KEY MILESTONES

As illustrated in Exhibit 8, the key milestones are:

- Creation of the JurisdictionOnline prototype
- First pilot customer go-live on the site with pilot states
- Completion of additional states in groups of ten
- Completion of expansion plan to move beyond boiler and pressure vessel inspection
- First pilot customer go-live on the site for next set of forms (e.g., elevator inspections)
- Revenues hit \$1M per year
- Achievement of breakeven
- Profits hit \$1M per year

Praeses will provide bi-weekly reporting on progress toward achieving these milestones.

FINANCIAL ANALYSIS

***recap how we make money, create time-phased capital requirements profile, create pro forma P&L and balance sheet and cash flows, breakeven analysis, sensitivity analysis, exit strategy assumptions These will soon be available. Should they be attached as Exhibits? Incorporate concept of allocating xx% of income to development to continue to innovate. This helps sustain and increase the market penetration and improve profits through valid added offerings.

FINANCING ALTERNATIVES

***equity, debt, mix, something creative, then recommendation; planned sources of funds Plan is to fund entirely from Praeses ongoing retained earnings. I don't think this is a problem with Venkat

RISKS AND CONTINGENCIES

The project has the following identified risks or contingencies. In the interest of being clear and concise, the risk mitigation strategies are stated immediately after the risk or contingency is noted.

- The jurisdictions will not accept using the Internet to transmit or receive confidential information. This risk is being mitigated through the use of secured server technology and the sale of the concept of this technology to the jurisdictions.
- The jurisdictions will have just spent substantial sums of money purchasing an information system for receiving, storing and reporting on the inspection data. This issue is being addressed by explaining these new systems can still be used if desired, and the Praeses system used to input data remotely into whatever system they have developed. The Praeses system can be considered a communication and scheduling tool between the jurisdiction and the insurance inspector.
- The insurance companies will not be willing to purchase the service in the range of \$5 per inspection. This likelihood of this risk will not be quantifiable until the first round of meetings with insurance companies. The question is being answered by searching for opportunities to increase the value of the software and system to the insurance companies.
- The competitive response will be massive and effective. This risk is not seen as great, because the market is too small for large organizations, such as Andersen Consulting or Computer Associates or IBM Global Services, and yet requires expertise that most smaller companies do not have. Further, once some system has 15-20 jurisdictions using its tool for remote access and data entry, networking effects will strongly support the single system.

CONCLUSIONS

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EXHIBIT 1 - SAMPLE INSPECTION FORM

002060" 5916.205

EXHIBIT 2 - OVERVIEW OF PRAESES CORPORATION

Background

Praeses Corporation is a multi-faceted company that provides sales services outsourcing, information services outsourcing, telecommunications management, and employee recruiting and placement to companies ranging from small businesses and local governments to global corporations.

Founded in 1987, Praeses developed in the telecommunications industry. Our executive, administrative, and management teams are headquartered in Shreveport, Louisiana. From Shreveport, we support sales representatives throughout the United States. In addition, we have information technology (IT) consulting and recruiting and placement offices in several locations throughout the United States.

We capitalize on synergies that began in the late 1980s, utilizing information technology to program and support multiple telecommunications sales and management projects. By focusing on information technology as the keystone for all projects undertaken, Praeses evolved into a company with multiple distinct synergistic lines of business.

Examples of this synergy may include the technology group supporting a custom reporting tool for a specific client or the recruiting and placement group identifying potential employees for Praeses and its clients. All of Praeses' lines of business support and enhance one another. Because of this, we reduce the cost to our clients while simultaneously increasing the value we bring them.

Mission

Our mission is to consistently fulfill our commitments and deliver value – better and faster, through aggressive, flexible, creative solutions produced by a team of intelligent, friendly, dedicated individuals possessing integrity and a commitment to excellence, working in a fair, honest, family-oriented environment. Our mission is to ensure and enhance benefits to our stakeholders by achieving profitability while building the foundation for even greater profits tomorrow. We achieve this by delivering various services in sales, telecommunications management, information technology, skilled analysis, and consulting to our strategic partners and customers.

Praeses provides our business partners with innovative, efficient, cost effective solutions to data management, business process, and process automation needs that conserve and enhance their resources and maximize their profits while ensuring a fair return to our stockholders.

Core Competencies

Praeses' core competencies are based on flexibility and effectiveness. They are the foundation of our current success and serve as a springboard for our company's future growth and expansion. They include the ability to:

- Rapidly identify, recruit, hire, train, compensate, deploy, and manage an effective sales force while accurately analyzing, mapping, documenting, and improving complex business processes. These processes include sales activities from initial contact through implementation of service.
- Develop effective information systems to audit and/or analyze and automate customers' business processes, improving our customers' profitability.
- Create, maintain, audit, and manage accurate telecommunications inventories while consistently probing the market to match organizations to telecommunications solutions that improve profitability.
- Rapidly provide only the best candidates for a client's open job requirements through precisely targeted recruitment, intelligent screening, expertise in specific disciplines and industries, and a thorough knowledge of our client's technical and cultural environment.

Praeses continuously leverages its core competencies and applies the principles of niche marketing by:

- Rapidly developing an action plan
- Implementing the action plan through a pilot project
- Carefully evaluating the project and correcting our course
- Contractually aligning our interests precisely with those of our customers
- Implementing effective and mutually successful projects

Whether populating and managing a sales force, leveraging strategic partnerships, creating innovative business or technology solutions, or recruiting personnel, Praeses provides high quality customized services and products at a fair price to an expanding customer base.

Praeses remains committed to the traditional values of effective work, integrity and customer satisfaction. This commitment, along with our years of marketing and management experience, our motivated management team, and our staff of intelligent, creative problem solvers, enables us to meet our business objectives and help our customers achieve their goals.

Where We Are Going

As the challenges and opportunities of the 21st Century become a reality, Praeses will maintain our values of integrity and customer satisfaction while we continue to strengthen our strategic partnerships and customer base, forge new partnerships, and develop innovative solutions to meet the demands of the rapidly changing global marketplace. We

JurisdictionOnline
BUSINESS PLAN

at Praeses dedicate ourselves and our resources to providing the most creative, effective, competitive information services outsourcing, sales and sales management, data management outsourcing, and employee recruiting and placement available anywhere.

With this dedication, we fully expect our growth rate of over 50% per year for the last 5 years to continue and accelerate into the 21st century.

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EXHIBIT 3 - BIOGRAPHY OF FRANK M. AUER

Frank M. Auer is the CEO and a major stockholder in Praeses Corporation. Auer was one of the founders of the firm in 1987. His current activities include negotiation and drafting of all the company's contracts, development of networking relationships, development of new products in conjunction with the President, company finances and records and executive oversight of non-sales personnel. He continues to make sales calls, with sales representatives and individually, to stay in touch with customers' needs.

Auer graduated valedictorian from his high school. He was elected State President of the Louisiana 4-H Club, and was a State Officer at Louisiana Boys' State, while winning numerous scholarships, including a nationally awarded scholarship from the Ford Foundation for youth leadership.

Auer graduated from Louisiana Tech University Magna Cum Laude with a Bachelor of Science in Petroleum Engineering. He was the Outstanding Senior Engineering Student and served as President of Pi Epsilon Tau, an honorary engineering society. Auer married Dianne Powell while he was a junior at Louisiana Tech University. Through scholarships, student loans and employment, he earned 100% of his educational expenses and worked full-time to support his family. He attended LSU Law School on academic scholarships. He worked 35-40 hours per week while attending law school full time, graduating in three years, ranked in the top 10% academically out of an original freshman class of 375. Auer entered the Wharton Executive MBA program in May of 1999 and is scheduled to graduate in May of 2001

Auer joined a practicing attorney in Shreveport in 1976. The two decided to expand the practice, with Auer serving as the Administrator in charge of lawyers and practice development. By 1985, the firm had grown to 10 lawyers. Auer left the firm to gain greater flexibility for his business interests.

Auer has served as President of the Parish Council of his church twice, as well as on the finance council. He has taught Adult Sunday School, served on the Deanery Council, and been a choir member for more than twenty years. He has been a youth sports coach for more than ten years, leading many teams to undefeated seasons and two soccer teams, one boys' and one girls' team, to state championships. He and Dianne have two sons, two daughters and three grandchildren.

EXHIBIT 4 - BIOGRAPHY OF RICHARD H. WRIGHT

Richard H. Wright is President and a major stockholder in Praeses. Wright was one of the two founders of the firm in 1987. He is responsible for most marketing and sales functions. All company sales managers or project managers report to Wright. He continues to oversee many sales presentations, and makes some himself, to remain in touch with customers' needs. He works to develop new services and products with existing, as well as new companies. He is also responsible for the implementation of marketing and sales plans for new products, services or divisions of Praeses. Wright interfaces with the officers of major companies with which Praeses has on-going relationships, such as AT&T, MCI/Worldcom, Bell Atlantic/GTE, BellSouth, U S WEST, and NYNEX.

Wright formerly owned International Marketing, a brokering and distribution company of various goods, including wholesales electronics. He had a distributor network in 37 states, the United Kingdom, Canada and West Germany. He has contracted with and trained salespeople for nearly 25 years. Wright has taught several management and sales courses throughout the United States, as well as speaking to sales groups nationwide. He worked, just after divestiture, to help MCI acquire a large volume of residential 1+ market through his innovative telemarketing management.

Wright graduated from Louisiana Tech University with a Bachelor of Science degree in Biology. His continuing education included the Dale Carnegie Sales and Management course; Sales and Marketing Executives courses on Recruiting, Selecting and Training top sales talent; How to Manage People seminars taught by Syracuse University, and the Sales Management and Marketing course taught by the faculty of SMU.

Wright served on the board and has been finance chairman for several years at his church. He has also served on the board of the Easter Seal Society, as well as being on the finance committees of several organizations. He has also served as parish chairman of a political party, been active as campaign chairman, and on the steering committee for several political campaigns for people now in public office. Wright is an active Rotary member and has been selected for "Who's Who in Politics", "Who's Who Among Rising Young Americans", "Who's Who in Sales and Marketing", and "Who's Who in the South".

Wright has been married for over 25 years to his wife, Sherry. They have two daughters.

EXHIBIT 5 - BIOGRAPHY OF PHILIP J. BREUER

Philip J. Breuer is the Chief Information Officer of Praeses Corporation where he is a key member of the management team. Breuer originally managed the Information Systems Outsourcing and WebbSight (ISP) businesses. However, after only two months, his significant experience enabled him to successfully direct internal computer operations and systems development in addition to externally focused responsibilities. He supervises developers who gather and analyze requirements, design, develop, and support data management systems to support Praeses' diverse business lines and deliver IT, consulting, and Internet solutions to third parties.

Breuer came to Praeses from Andersen Consulting in Atlanta, Georgia. While there, he worked on a large project for the Andersen Consulting client, ALLTEL Information Services, performing development of a massive client/server billing system with Windows Clients and UNIX Servers written in C, and a Sysbase database. He made rapid progress from program development to the leadership position of technical supervisor where he instructed the team on programming methodologies, best practices and development standards. After this project was completed, he moved to the Architecture Team. His emphasis at this time was a special Architecture project that consisted of conceiving, designing and testing significant enhancements to ALLTEL's cellular billing systems' system number generator. He increased system number generation performance by 95%. Breuer was developing the Architecture approach for multi-client focused releases of the system when he joined Praeses Corporation.

Breuer was raised in Augusta, Georgia and educated in private Catholic schools. He obtained his B.A. in Mathematics with emphasis on computer studies from Belmont Abbey College with a 4.0 g.p.a., and was the valedictorian of his class. He then accepted a teaching assistantship at Clemson University where he obtained his M.S. in Mathematical Sciences.

Honors and other civic involvement include:

- Member IEEE and AITP
- Soccer coach
- High School - National Honor Society
- Belmont Abbey College - Mu Alpha Theta
- Belmont Abbey College - Student Senate
- Captain - Belmont Abbey College Cross Country
- Knights of Columbus
- LA Tech Technical Advisory Committee
- Sales and Marketing Executives of Shreveport-Bossier

Breuer and his wife Gretchen have one daughter and one son.

EXHIBIT 6 - BIOGRAPHY OF KEMPTEN L. SCHWAB

Kempton L. Schwab joined Praeses Corporation in June of 1995. Since being hired by the company, he has developed, managed and now directs the Company's Telecommunications Management Department. As the Director of one of the company's lines of business, he is responsible for all corporate sales as well as the management of all Telecommunications Management contracts. This includes recruiting, hiring and training of all sales personnel within the department, as well as all account management personnel. The Telecommunications Management Department of Praeses Corporation represents one of the fastest growing public telephone management company options in the United States of America today. Its service is second to none in the industry. Despite this rapid growth, the department continues to maintain excellent customer retention and has focused on client growth by providing value that exceeds any investment made by a client's company in Praeses Corporation.

Kempton graduated from high school as an All-State and All-Region soccer player. While in High School, he was very active in the Student Council and was President of the German Club. After high school, Kempton attended the University of South Carolina (USC) to further his soccer career. AT USC, Kempton began to focus his attention on the business world. As an undergraduate student, Kempton was employed by the Greater Columbia Chamber of Commerce in the Community Development Department and there began to develop the skills necessary for excellent relationship management.

After graduating from the University of South Carolina with degrees in International Studies and German, Kempton applied for a position with the Economic and Social Committee of the European Union. Of the 23 employees hired during the summer of 1994, Kempton was the only non-European citizen selected from thousands of applicants.

While employed by the Delegation Department of the Economic and Social Committee in Brussels, Belgium, he was a direct report to the now retired Secretary General of the Committee itself. While in this position, his responsibilities included creating and documenting research related to under-developed nations and presenting such research to representatives of the Committee.

Kempton made the successful transition from professional government work to private business in June 1995 and has been with Praeses Corporation since that time.

EXHIBIT 7 - BIOGRAPHY OF JEFFERY M. KEY

Jeff Key joined Praeses Corporation in August 1998. Since being hired by the company, he has assumed a key leadership role in the Computer Services Division of Praeses. He has been the lead developer through the full life cycle in a number of important application development projects, including an Internet based application for a hotel management group with over 20 locations and a driver's license data collection tool for automotive dealerships.

Jeff also spearheaded the effort to successfully obtain Microsoft Certified Solution Provider status for Praeses Corporation. Jeff is a Microsoft Certified Solution Developer, Microsoft Certified Database Administrator, and has earned Microsoft Certifications in Designing and Implementing Desktop Applications with Microsoft® Visual Basic® 6.0, Designing and Implementing Distributed Applications with Microsoft® Visual Basic® 6.0, Designing and Implementing Databases with Microsoft® SQL Server™ 7.0, Administering Microsoft SQL Server 7.0, Implementing and Supporting Windows NT 4.0 Workstation, Implementing and Supporting Windows NT 4.0 Server, and Implementing and Supporting Windows NT 4.0 Server in the Enterprise.

Jeff earned a Bachelor of Science in Electrical Engineering from Louisiana Tech University in 1991. While at Louisiana Tech, he was a member of Eta Kappa Nu (Electrical Engineering Honor Society) and Pi Mu Epsilon (Honorary Mathematics Society). In 1998, he earned a Master of Science in Computer Systems Technology with a 4.0 G.P.A. from Louisiana State University-Shreveport and was named the Outstanding MSST Graduate Student of the Year.

Before coming to Praeses, Jeff was a Loss Prevention Consultant and then a Project Manager with Factory Mutual Engineering. While there, he consulted with large industrial clients on the best installation, preventive maintenance and care of industrial equipment; developed the vision, acted as senior project manager, and acted as a developer in prototype development for pre-planning, project scoping, feasibility study, preliminary planning and prototype development of a \$22M replacement of current legacy data collection and reporting systems worldwide; spearheaded corporate initiative to reengineer the way field engineers acquire and evaluate data; and developed the vision and implemented a working prototype of how Factory Mutual Engineers gather and evaluate data with a pen-tablet computer and the corporate network.

EXHIBIT 8 - IMPLEMENTATION TIMELINE WITH KEY MILESTONES

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The Future of Boiler & Pressure Vessel Inspection Reporting

JURISDICTION ONLINE

Praeses

Agenda

- Praeses Corporation
- Our Understanding of the Problem
- Potential Solutions
- JurisdictionOnline
- Project Status
- Next Steps
- Future Additions

Praeses

Problem

- High Cost of Submitting Inspection Data
 - Multiple Data Entry
 - Software Support Costs
 - High Cost of Mailing / Filing / Routing / Review
- High Cost of Poor Data
 - Companies Change Insurance Carriers
 - Late Inspections Due to Poor Data
 - Revisits

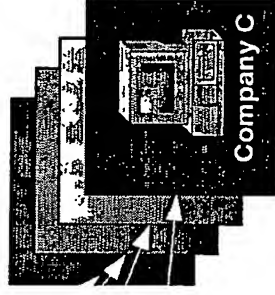
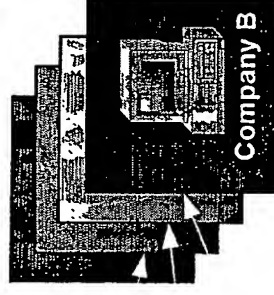
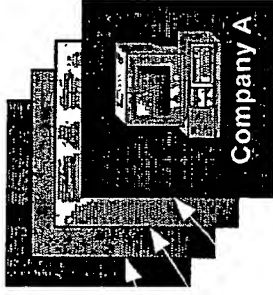
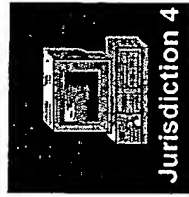
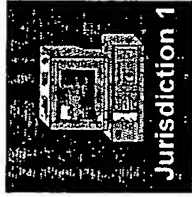
Praeses

Multiple Solutions

Jurisdiction Developed Software
Electronic Jurisdiction Interface
Business to Business Portal (B2B)

Praeses

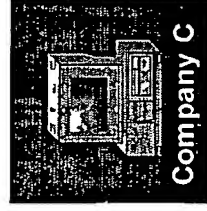
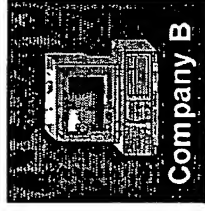
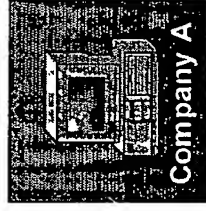
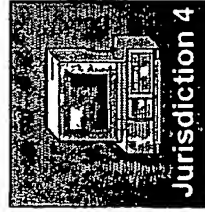
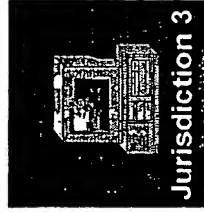
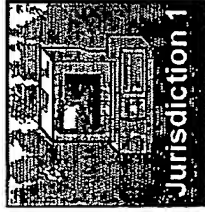
Jurisdiction Developed Software



- No Common Insurance Company Interface / Programs
- Inconsistent User Interface for Inspectors
- Cross Company Data Reporting is Difficult
- Expensive to Develop, Roll Out, Maintain / Support
- Not Easy to Add Features / Modify Forms

Praeses

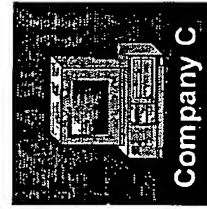
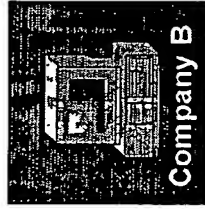
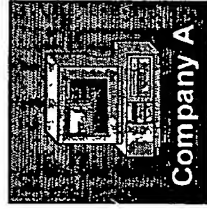
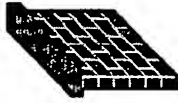
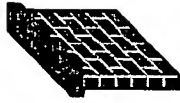
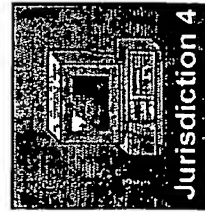
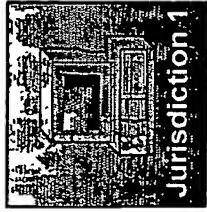
Electronic Jurisdiction Interface



- Insurance Companies Support over 50 Different Formats (worse than paper)
- Inconsistent Data, Unavailable Data
- Early Adoption Unlikely
- Expensive to Develop, Roll Out, Maintain / Support
- Poor Workflow
- Not Easy to Add Features / Modify Forms

Praeses

Electronic Jurisdiction Interface

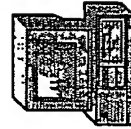
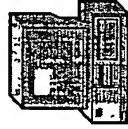
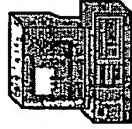
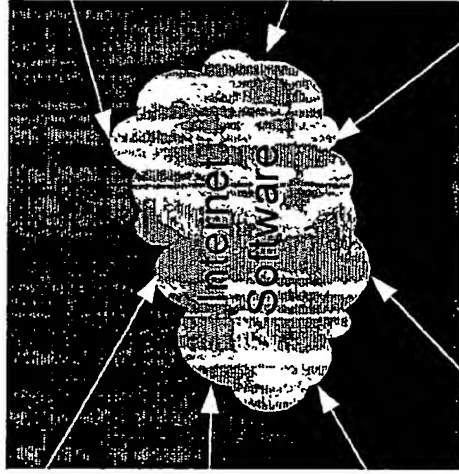
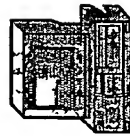
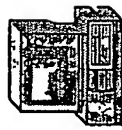
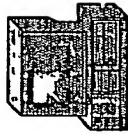
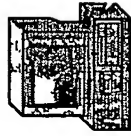


- Insurance Companies Support Up to 67 Different Formats (worse than paper)
- Inconsistent Data, Unavailable Data
- Early Adoption Unlikely
- Expensive to Develop, Roll Out, Maintain / Support
- Poor Workflow
- Not Easy to Add Features / Modify Forms

- Jurisdictions Will Never Agree on Common Data ... But Better Than Many Other Options

Praeses

Business to Business Portal



- Common Insurance Company Interface / Programs
- Jurisdictions Do Not Have to Agree
- Consistent, Available Data
- Early Adoption Likely
- Consistent User Interface for Inspectors
- Inexpensive to Develop, Roll Out, Maintain / Support
- Excellent Workflow
- Easy to Add Features / Modify Forms

Praeses

Major Roles in the System

- Jurisdiction Data Entry Clerk
- Jurisdiction Work Assignment
- Jurisdiction Inspector
- Jurisdiction Reviewer
- Jurisdiction Administrator
- Insurance Company Work Assignment
- Insurance Company Inspector
- Insurance Company Administrator

Praeses

Jurisdiction Data Entry Clerk

- Enter Paper Data for Inspectors not on System
- Email / Print Invoices / Notifications
- Process Invoices / Payments
- Send Overdue Emails / Letters
- Email / Print / Mail Certificates / Notifications
- Email / Print / Mail Late Notices
- View / Print Various Reports

Praeses

Jurisdiction Work Assignment

- Determine What Needs to be Done
- Send Overdue Emails / Letters
- Assign Work
- View / Print Various Reports

Praeses

Jurisdiction Inspector

- Review Locations / Certificate History
- Set Inspection Dates
- Enter New Inspection Data
- Edit Rejected Inspection Data
- Add / Edit Location Data
- View / Print Various Reports

Praeses

Jurisdiction Reviewer

- Review / Reject / Accept Inspection Data
- Review / Reject / Accept Data Changes
- View / Print Various Reports

Praeses

Jurisdiction Administrator

- Add / Remove Jurisdiction Users
- Approve / Expire Insurance Company Inspectors to Work in the Jurisdiction
- View / Print Various Reports

Praeses

Insurance Company Work Assignment

- Determine What Needs to be Done?
- Report Changes in Insurance
- Assign Work
- View / Print Various Reports

Praeses

Insurance Company Inspector

- Review Locations / Certificate History
- Set Inspection Dates
- Enter New Inspection / Location Data
- Edit Rejected Inspection / Location Data
- Request Location / Object Data Changes
- Request First Inspections (Some Jurisdictions)
- View / Print Various Reports

Praeses

Key Program Features

- Jurisdiction Based Data Security
- To Do List
- Work Flow
- Unified Security Model
- Multiple Jurisdiction Forms / Reports
- Address / Manufacturer Validation
- Connection to Online Maps / Routes
- Owner Portal
- Scalable to 1000 Plus Simultaneous Users

Praeses

Home Page

**JURISDICTION ONLINE**

Home | About | Help
Monday, Feb 28, 2000

Locations | Users | Reports |

44	Review / Approve Changes
44	Print Certificates
44	Print Overdue Notices
44	Review Workflow
	Add To Do Item

Flash Messages
System status is normal
Check here for planned maintenance schedules.



Praeses

002000-STATES

Review Changes

Review Location Changes - Microsoft Internet Explorer

Review Location Changes


Name	Current Value	Old Value
International Paper		
User Address 1	330 Marshall St	33 Marshall
User Address 2	8th Floor	
City/Province	Shreveport	
State	LA	
Zip	71101	
County	Caddo	
User Phone	318-424-8125	318 - 444-8125
User Email	jeff.key@praeses.com	jeff.key@praeses.com
Inspection Agency(s)	Factory Mutual Hartford	
Nature of Business	Pulp & Paper	
Billing Same	<input checked="" type="checkbox"/>	
Billing Address 1		
Billing Address 2		
City/Province		
State	??	
Zip		
Billing Phone		

Start | Microsoft | Home Page | Microsoft | Review C... | Review L... | 8:54 PM

Praeses

004000 - SAT 12/05

Help Screens

**JURISDICTION**

Locations | Users | Reports |

Review / Approve Changes

Print Certificates

Print Overdue Notices

Review Workflow

Add To Do Item

Accounts Payable

Admin

Checking

Checklists

DDHAP2000 Info

Due Dates

Forecast

Home Page

Inventory

Payroll

Purchase Order

Vendors

Glossary

Home Page

DDHAP2000 Overview


DDHAP2000 is the new Dimension Development Hotel Assistance Program. It performs a variety of accounting-related functions and provides a way for Dimension-managed hotels to provide accounts payable, checking account, payroll, daily reports and other data to the home office, Dimension Development Company, Inc.

Home Page Overview

The Home Page is the first screen displayed when hotel users log on to DDHAP2000. From the Home Page users can click a variety of links to perform all day to day activities. The various links and screen components are listed below.

Main Menu

Home - Click on Home to return to the Home Page screen



Praeses


[REDACTED]

[Show All] [Hide All]	Name	Address	City/Providence	State	Inspection Agency
View/Edit / Report [+]	International Paper	330 Marshall St	Marietta	GA	Factory Mutual
View/Edit / Report [+]	Stone Container	23 Travis	Ruston	LA	Factory Mutual

Online Maps



Drill Into Search Results

**JURISDICTION ONLINE**

Home | About | Help

Monday Feb 23 2009

Locations | Users | Reports | Add Location | Search | Locations | Reports | Show Search Criteria

[Show All][Hide All]

View/Edit / Report [-]

Name

Address

City/Province

State

Inspection Agency

International Paper

330 Marshall St

Mansfield

LA

Factory Mutual

View/Edit / Inspect [+]

Boiler - NB123457 - LA123457 - Last:05/01/99 - Due:05/01/00

View/Edit / Inspect [-]

Boiler - NB785645 - LA143567 - Last:04/01/99 - Due:04/01/00

View/Edit 5/25/00 - INT - Certificate - Certificate Sent

View/Edit 5/5/00 - EXT - Non-Certificate

View/Edit 5/5/00 - INT - Certificate - Scheduled 08/01/00 - Jeff Key LA12-6678

View/Edit / Report [+]

Stone Container

23 Travis

Ruston

LA

Factory Mutual

Praeses

[illegible]

Praeses

Project Status

- Praeses Board Approval
- Prototypes Complete
- www.JurisdictionOnline.com Purchased
- Have visited over 14 Jurisdictions to Further Define Requirements / Flexibility
- Six Jurisdictional Partners Plan to Assist Praeses Further in the Design Process (LA, MO, IN, TN, PA & GA)

Praeses

Next Steps

- Obtain / Incorporate Insurance Company Feedback
- Finalize General Requirements
- Complete Development
- Rollout Jurisdictions Including Customizations
- Rollout Insurance Companies Including Customizations
- Continue to Innovate

Praeses

Future

- Handheld Devices
- Wireless Internet

Praeses

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The Future of Boiler & Pressure Vessel Inspection Reporting

JURISDICTION ONLINE

Praeses

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